



## Top Ten tips for Networking

Creative Shift are passionate that networking doesn't have to be the cliché that it has become. Building lasting relationships can add value to your work, business and personal life. The best news is that it is a learnable skill and not dependant on your personality.

Here are our top tips :-

**1) Map your network.**

A strong network should contain peers, client, mentors, champions and multipliers. Who do you know in each category?

**2) There is no ice to break. (No really!)**

The other person wants the conversation to go well to.

**3) Smalltalk is important.**

It fulfills a very important social function and a plays a large part in the way we build relationships.

**4) Ask "questions with a direction in mind".**

Leave people in a better state than you found them.

**5) Listen out for "hot words".**

What are the key things that people say that give away what they value?

**6) Follow up.**

If you have received a business card that represents permission to contact. So do!

**7) Be a broker.**

A great way to endear yourself to people is to introduce them to someone who they have something in common with.

**8) Give value to get value.**

Value can be something small. 'I saw this and thought of you' is a great way to show you have listened.



**9) Evaluate how it went.**

What went well? What went better this time than last time? What do you want to work on next?

**10) Celebrate Success.**

Whatever success looks like for you. Just not feeling awkward at an event? Finally speaking to someone you have wanted to for a long time? Celebrate your achievement.

**Creative Shift work with businesses who want to grow and develop. We do this by creating bespoke consultancy services employing creative approaches: Improbable activities; Intelligent connections and Inspiring results.**

**If you want to see how successful networking skills can help you with business relationship development or to find out more find us at <http://www.creativeshift.uk.com/> or call 0121 689 1051**